

**SUMMARY OF 1999  
RESIDENTIAL MARKET TOTALS**

<b>1999 Experience Year</b>	<b>Written Premiums</b>	<b>No. of Policies</b>	<b>Market Share *</b>	<b>EQ Premiums</b>	<b>No. of EQ Policies</b>	<b>Market Share *</b>	<b>% with EQ **</b>
<b>Total CEA Companies</b>	2,891,632,189	5,765,059	71.02%	417,802,063	920,358	67.51%	15.96%
<b>Total Residential Mkt (Excluding CEA)</b>	1,342,839,250	2,352,180	28.98%	208,034,997	442,836	32.49%	18.83%
<b>Total Residential Mkt (Including CEA)</b>	4,234,471,439	8,117,239	100.00%	625,837,060	1,363,194	100.00%	16.79%
<b>Total Homeowners Market</b>	3,488,608,424	5,627,636	69.33%	544,575,286	985,260	72.28%	17.51%
<b>Total Rental Market</b>	153,672,585	553,651	6.82%	6,257,528	82,974	6.09%	14.99%
<b>Total Condominium Market</b>	125,339,343	438,962	5.41%	25,243,351	136,239	9.99%	31.04%
<b>Total Dwelling Fire Market</b>	376,348,202	1,159,376	14.28%	40,469,699	85,240	6.25%	7.35%
<b>Total Mobilehome Market</b>	90,502,885	337,614	4.16%	9,291,196	73,481	5.39%	21.76%
<b>Total Residential Mkt (Including CEA)</b>	4,234,471,439	8,117,239	100.00%	625,837,060	1,363,194	100.00%	16.79%
<b>California FAIR Plan</b>	80,013,831	238,715	20.59%	10,498,341	14,527	17.04%	6.09%
<b>Total Dwelling Fire (Excluding CA FAIR Plan)</b>	296,334,371	920,661	79.41%	29,971,358	70,713	82.96%	7.68%
<b>Total Dwelling Fire Market</b>	376,348,202	1,159,376	100.00%	40,469,699	85,240	100.00%	7.35%

\* Market share represents the percentage of policies to total residential market except for the Total Dwelling Fire Market Section.

\*\* Percent with EQ represents the percentage of policies that also have EQ coverage.

\*\*\* Due to rounding, totals in shaded area may not balance.